

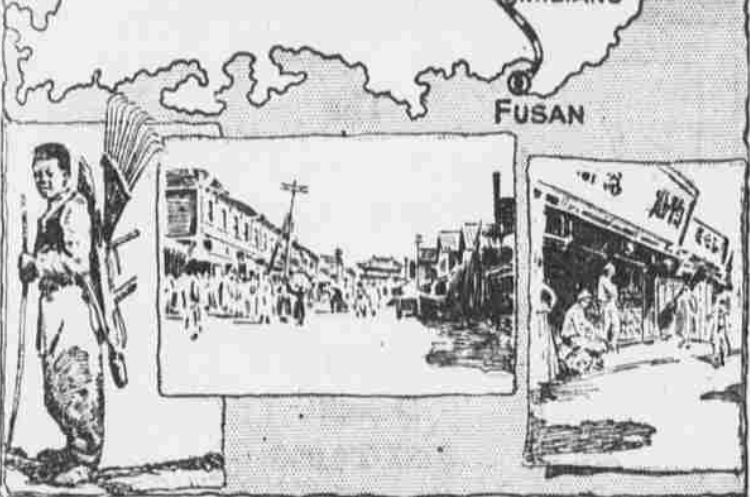


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## JAPAN ENCOURAGES USE OF MOTOR CARS

American Machines Supply Market, but Others Grow in Demand.

The centre of motordom in Japan is Tokio. Cars are usually imported by agents there and thence distributed all over the country. Of all the motor vehicles imported during 1919 about 99 per cent. were of American origin. But there is a settled opinion in Japan that English and French makes of the higher grades are superior to the best grades of American cars.

The demand for automobiles was at its height in Japan when the armistice was signed. Dealers had placed large orders in the United States, and these orders were mostly filled following the armistice, but coincident with the business depression in Nippon, lasting from November, 1918, to March, 1919, the demand for automobiles slackened. This left dealers heavily stocked, and some of them were for a time unable to pay the customs duties on their orders. The cars accumulated at the customs warehouse as a result, and a few of them were sold by the authorities to pay the charges. The remainder were gradually absorbed, however, or were reexported to Java, Shanghai, the Straits Settlements or other markets of the far East.

The market, however, gradually recovered its normal condition, and in the fall of 1919 automobiles were being imported from the United States at the rate of about 150 per month.

The use of motor trucks has not been widely prevalent in Japan as yet. The Government has granted bounties in order to encourage the use of them, but in spite of the liberal concession they have not been increasing very rapidly outside of the large cities, such as Tokio, Nagoya and Osaka. The cause of this is attributed to the narrow and poor highways and the neglected condition of the bridges.

Fully aware of the advantages of transportation by motor, the Japanese began agitation for the improvement of the highways and the Government appropriated 2,500,000 yen for subsidy to stimulate prefectural enterprises. Recently the Emperor donated 3,000,000 yen to the city of Tokio to be used for the improvement of roads. The city, spurred on by the grant, decided to construct its streets on a seven-year programme with an appropriation of 55,000,000 yen. It is probable therefore that the next few years will see great progress in road construction in Japan.

Because of its narrow roads Japan would appear to offer a better market for motorcycles than for automobiles, but such is not the case. One reason is that very few Japanese take to motorcycling as a sport. It is estimated that the number of motorcycles in the empire does not exceed 2,000. American motorcycles are usually too large and too heavy for the Japanese use. The type in use is mostly of British and Japanese manufacture. The favorite motorcycle in Japan is a low-priced, one-cylinder machine with a two-speed gear, clutch, belt drive to the rear wheel, cable controls and magneto ignition.

Japan's importation of automobiles from the United States during the year 1920 amounted to 2,655,993 yen, against 2,236,242 yen last year; that from Italy amounted to 15,133 yen, and from other European countries 48,905 yen. Tokio alone, the metropolitan police board reports, had 4,974 automobiles at the end of February, which has been increased by thousands since then.

## RUSSIAN VESSELS HAVE MIXED STATUS

Shanghai International Police Take a Hand.

SHANGHAI, July 9.—After the crews of three ships of the Russian Volunteer Fleet which were tied up at wharves here had refused to turn their ships over to the Russian consul at Tsuruga, who had proclaimed himself managing director of the company, policemen of the international settlement took possession of the ships and removed the crews to a camp, hastily provided for them in the French Concession, after an appeal for assistance had been made to the municipal authorities.

Politicians and shipping men are now wondering what the outcome will be. The Russian Volunteer Fleet is a steamship line partly owned by the non-Bolshevik Russian Government and partly by Russians in Vladivostok. It has been operating for several years between Siberian, Japanese and Chinese ports. The Russian Consuls at both Shanghai and Tsuruga are left over from the Czar's regime and admit that they represent no government.

They claim that they are receiving their orders from the Russian embassies in the respective countries in which they are located. In so far as can be ascertained these embassies are as unattached as the Consuls. It is known that the Russian Embassy in Peking has been financed since the revolution by funds secured from the Chinese Government through remitting to that Government part of the Boxer indemnity in consideration of prompt payment of the other part of it to the embassy.

## U. S. COPPER IN MANCHURIA.

Market Could Be Developed by Representatives.

Although the Japanese have been the principal importers of copper into the Manchurian market several shipments of American copper ingots have been received during the past sixteen months, according to United States consular advice. American copper has been sold in that market against strong competition, and there appears to be no reason why more sales cannot be effected if the necessary representatives and suitable terms are forthcoming.

United States Consul General Albert W. Pontius reports that American firms should have their representatives visit the Manchurian copper markets, as sales cannot be made through correspondence, since it is necessary to cultivate the friendship of Manchurian officials and merchants and cater to the particular needs of the buyers.

Direct shipments from the United States must be quoted c. i. f. Mukden or Dairen.

## New Tokio to Yokohama Service.

The Imperial Government Railways of Japan have inaugurated a new service from Tokio to Yokohama in the form of "boat trains" which leave Tokio as soon as arrive on the pier at Yokohama and a half prior to the sailing of the ship and return half an hour after the ship departs. This service eliminates the inconvenience of passenger and baggage transfer across Yokohama.

## Drought Still Killing Sheep.

MELBOURNE, July 15.—While the general heavy rainfalls in Queensland, Victoria, South Australia and the Riverina region of New South Wales last month practically ended the drought in those parts of the country, the drought still prevails in northwestern New South Wales and the mortality of sheep has been very great.

## CHINESE MARKET NEEDS CULTIVATING

Americans Warned That Attention Must Be Given to Special Demands.

HONG KONG, July 15.—With all the improved American trade organizations and methods in this field there is as much need as ever for more attention on the part of American exporters to the special demands of the Chinese market. Special conditions, it is pointed out by commercial experts here, have enabled American exporters to introduce into this field a large variety of goods which heretofore have been practically unknown.

Conditions have been such that almost any goods in particular lines could be sold. With the return of conditions to a competitive basis, however, more attention must be paid to the quality of goods, to marks and brands or "chops," to the special demand of the market as to varieties, styles and particular nature of goods that they may meet the demand which has been built up in China. American marks and brands in some lines are becoming well established, and this constitutes one of the strongest features of the American trade situation in China.

There is need, it is felt in American business circles here, of fostering this increasing good will in every way, and it is far better that this be done steadily but surely than that an attempt should be made to storm the intrenchments without regard for future trade. So far as it is at all possible the policy should be instituted of following up all trade to the ultimate consumer.

In dyestuffs, for example, it is necessary for the extension of American trade in such lines against British, German and other competition that the Chinese dyers be taught to use the American products and where Chinese users have criticism for the goods, such criticism must be met. Not even extreme cheapness will force goods of such classes upon the Chinese, for such materials often are the basis of subsidiary lines of business like that of the dyers of foreign cloth, and to protect their own brands or "chops" these dyers must see to it that quality is maintained.

The sellers of machinery likewise should see to it that not only is the machine sold to a Chinese buyer all that it is supposed to be, but that the Chinese buyer knows how to use it and get the full value out of it. Only by such a policy can permanent trade be developed, and such a policy consistently followed will result in permanent trade in practically all lines against the keenest of competition.

The use of more raw materials from China, which is one of the factors in the extension of American trade in China, has not been as extensive during the last year as compared with war years, when all such materials were in demand, when freight facilities for transporting them could be had. In general there is an increasing disposition on the part of American manufacturers to look to China direct for more such supplies than they did formerly, particularly for supplies which to a large extent formerly were taken to the United States by way of Europe.

There seems to be no indication on the part of these American interests to import by way of Europe, the change being due partly to the fact that shipping now tends to favor direct dealing between the Chinese exporter and the American importer, and there is an increasing tendency on the part of American manufacturers to get closer to the actual producer rather than deal through middlemen. The change also is due to the fact that American manufacturers have broken away from European connections as a result of the war, and there is no reason why such connections should be renewed. There would doubtless have been a great increase in the use of Chinese raw materials in the United States had not silver exchange kept the gold cost of such materials unduly high. The increasing number of firms in Hong Kong and the open ports of China, which are establishing export departments with particular reference to American trade are of decided significance, and with a return to more normal exchange conditions a great trade expansion in all Chinese produce with the United States is certain.

The general situation of American trade interests in the Hong Kong field and in the far East generally is unquestionably favorable. It is giving American competitors more concern than any other interest, and aside from its present vigor it is giving more promise of the future than it ever has before. Its development the last year has been upon a broad foundation and along comprehensive lines in direct import and export, in shipping, in banking and in international finance. There is every reason to anticipate complete success in it if American enterprise, commercial methods and ideas will be devoted to it and heeded in its prosecution.

## CHINA COTTON CROP GOOD.

Shantung and Chili Provinces Are Exceptions.

Although there were rumors in China to the effect that worms were appearing in some sections of the cotton belt which would affect this year's crop, other reports published by the China press states that if fine weather prevailed the cotton crop would be good in all sections with the exception of Shantung and Chili provinces.

It was also stated that mills are supplied with cotton stocks well into the season and instead of a scarcity of cotton, as expected, there may be a surplus carried over into next season, particularly as the depression in Japan and the accumulation of cotton in warehouses of that country eliminate the possibility of large exports to that market.

## Australian Gold Falls Off.

SYDNEY, Aug. 15.—The rapid contraction in the output of gold in Australia continues, according to local financial reviews. The production for the first four months of the year, it is pointed out, amounted to 234,217 ounces and, representing a decrease of 95,589 ounces compared with that of the corresponding period in 1919, one of 128,545 ounces on the 1915 period and 208,992 ounces on the 1917 period.

## Ceylon Nut Oil Flourishes.

The vegetable oil industry of Ceylon is flourishing and a fair amount of capital has been invested in the coconut plantations during the last year, according to recent cable advices from Ceylon. The situation is said to be due chiefly to the high prices for nuts in the domestic market of Ceylon, which prices ran up to 110 rupees a thousand. At normal exchange the valuation of a rupee is \$0.3244 1-3.

## Soap Market Good in China.

Although many small native soap factories producing cheap and inferior soaps from local raw materials have recently sprung up in various parts of China, for many years there has been an increase in China's import trade in this commodity as a result of the growing use of soaps in China. American commercial men who have returned from China are of the opinion it would be profitable for American soap manufacturers to push their soap sales in the Celestial Empire.

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and first Ambassador is the Hon. Perez Dupuy, who issued a statement upon his arrival that Venezuela is urgently in need of agriculturalists and one whose mission is to encourage Japanese immigration to Venezuela.

Venezuela Wants Japanese.  
The Venezuelan Government has opened a legation in Tokio. The new